

Activity 55-A Frequent Customer Stratification Analysis

Platinum's - Look at your analytics, to determine the applications of who would be your top tier COIs/POCs/Profile-Customer, and then what you can do to make them feel appreciated accordingly:

1. Name: _____
a. Touch-Points = _____
2. Name: _____
a. Touch-Points = _____
3. Name: _____
a. Touch-Points = _____
4. Name: _____
a. Touch-Points = _____
5. Name: _____
a. Touch-Points = _____
6. Name: _____
a. Touch-Points = _____
7. Name: _____
a. Touch-Points = _____
8. Name: _____
a. Touch-Points = _____
9. Name: _____
a. Touch-Points = _____
10. Name: _____
a. Touch-Points = _____

Gold's - Look at your analytics, to determine the applications of who would be your next top tier COIs/POCs/Profile-Customer, and then what you can do to make them feel appreciated accordingly:

1. Name: _____
a. Touch-Points = _____
2. Name: _____
a. Touch-Points = _____
3. Name: _____
a. Touch-Points = _____
4. Name: _____
a. Touch-Points = _____
5. Name: _____
a. Touch-Points = _____
6. Name: _____
a. Touch-Points = _____
7. Name: _____
a. Touch-Points = _____
8. Name: _____
a. Touch-Points = _____

- 9. Name: _____
 - a. Touch-Points = _____
- 10. Name: _____
 - a. Touch-Points = _____

Silver's - Look at your analytics, to determine the applications of who would be your next, next top tier COIs/POCs/Profile-Customer, and then what you can do to make them feel appreciated accordingly:

- 1. Name: _____
 - a. Touch-Points = _____
- 2. Name: _____
 - a. Touch-Points = _____
- 3. Name: _____
 - a. Touch-Points = _____
- 4. Name: _____
 - a. Touch-Points = _____
- 5. Name: _____
 - a. Touch-Points = _____
- 6. Name: _____
 - a. Touch-Points = _____
- 7. Name: _____
 - a. Touch-Points = _____
- 8. Name: _____
 - a. Touch-Points = _____
- 9. Name: _____
 - a. Touch-Points = _____
- 10. Name: _____
 - a. Touch-Points = _____